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PURITAN BRAND ESSENTIAL OILS.

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MUST BE A REASON FOR IT.

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IF you have tried, and possibly without complete success, to produce a satisfactory Carnation, a pleasing experience awaits you. Careful tests and comparisons have shown that our

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is the best product available for this purpose; and this is the verdict of the largest perfumers in the world.

Don't infer! Try Oeillet and learn that lower-priced substitutes are not as cheap but eventually more expensive.

**ASK FOR OUR QUOTATIONS IN 5-lb. LOTS.**

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Geneva, Switzerland.

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**ASK FOR OUR QUOTATIONS IN 5-lb. LOTS.**

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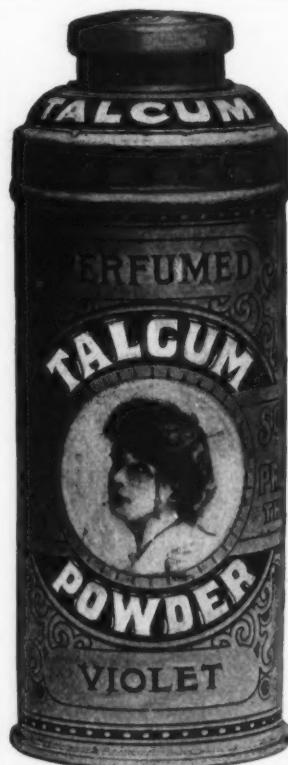
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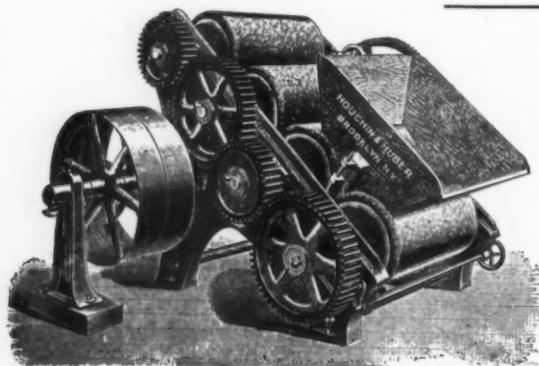
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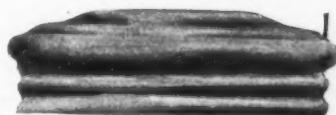
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A SAMPLE OUNCE of these three products will give you a good idea of our full line. Our JACINTH has wonderful tenacity and penetration, and is well adapted for all Rose odors.

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Our prices are based on quality and ODOR VALUE ; there are no Pomades made "just as good" for less money, and we maintain that results have demonstrated and will continue to demonstrate that our Pomades are actually the cheapest when measured by results.

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# THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

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ADVERTISING RATES ON APPLICATION.

#### EDITORIAL NOTICE

WE invite correspondence and special articles upon subjects of interest to all engaged in the manufacture and sale of Perfumes, Soaps, Toilet Articles, Flavoring Extracts, etc. THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW is the OPEN FORUM for each and all in the Trade. The usual right to reject objectionable matter and advertisements is reserved.

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#### SCIENCE AND ITS PRACTICAL APPLICATION.

The practical man, the manufacturer, is apt at times to sneer at the scientist, because of his theories, yet these theories are the basis of the achievements of the manufacturer. The practical man who knows only a few formulae for the making of perfumes, of soaps, or cosmetics, or flavoring extracts and nothing more, is apt soon to find more wide-awake manufacturers forging far ahead of him. The scientist points the way, lays down the general principles, explains the action of the various products that are utilized by the up-to-date manufacturer.

In other words, success is not based upon knowing barely enough to mix together two or three ingredients and sell some extract or flavor, but there must be a deeper background of knowledge, something over and above the actual immediate needs for the manufacturer to keep abreast of the times.

The chemist delving in his laboratory seems far removed from the money-making manufacturer, yet the latter is dependent upon his researches, and if they be ignored it is at his peril.

It is for this reason that our REVIEW presents as fully as possible the latest results of the investigations of the original thinkers and workers in the Essential Oil field, for we are first and always practical.

We offer the papers read before the late meeting of the Manufacturing Perfumers, because they emanate from practical men who have their eyes constantly upon the work that is being done in Europe and the United States by those who leave the beaten track and seek new methods both of making and of selling goods.

We also scan with eager eyes the books and magazines published in foreign lands, that our readers may learn what is being done for the improvement of the various products.

The results of the work of these original investigators are presented from month to month for the benefit of all our readers, and if we are to judge by the words of appreciation which come to us frequently we have not altogether failed to reach the secret springs of commercial progress.

## LIGHT ON TRADE-MARKS.

We have perfected arrangements with Samuel E. Darby, Esq., of 220 Broadway, New York City, a member of the Bar of the Supreme Court of the United States, and formerly an Examiner and Chief Clerk of the United States Patent Office, for a series of articles covering the matter of protection afforded by the Trade Mark, Print and Label, Copyright and Patent Cases, and the rights of manufacturers thereunder. Inasmuch as these subjects are of peculiar importance to the perfumery, soap, flavoring extract and toilet article industries, any enlightenment we can give our readers will no doubt be of great value and assistance. No one can better appreciate the value and importance of the rights acquired in the conduct of business by the association of trade names with articles that are placed on the market, and especially where competition is keen, than those who have by long years of labor, care and attention, built up their business largely upon such trade names, whereby the trade name associates at once in the minds of the purchasing public the origin and ownership of the goods upon which they are used. What, then, is the nature, scope and extent of the protection and privileges which are acquired by the adapter and user of a trade name in his business and in connection with the goods he sells? and what remedy has he against one who simulates his trade mark or encroaches upon his rights and privileges? These are large questions but will be clearly and forcibly dealt with in the forthcoming articles, which will commence in our next issue.

## BUSINESS CONDITIONS.

Has the reaction come? Is 1907 to pay for the great prosperity of 1905 and 1906? The backward season has affected many lines of business; the puncturing of more than one Wall Street bubble has had a dire effect in undermining the confidence of the public and as a result general business suffers. It is a fact which is being recognized more and more clearly that no business stands alone.

All are intimately connected and each one pays its quota of losses. First necessities may suffer or luxuries, but sooner or later all are affected. It is a time at which the careful merchant must look about him and be on his guard.

We will be fortunate, indeed, if the reaction is not very severe, accompanied by heavy and prolonged crashes. The thunder and lightning of the commercial world strikes in all kinds of unexpected ways and places. It is the part of wisdom to be careful, both as to credit and stock.

Only a "son of a prophet" may safely predict, but he who has an eye open to conditions as they are cannot fail

to recognize the limitations to which trading must be subject for the next few months.

The Spring trade has been nothing, or less. The retailers are overstocked and the wholesalers in almost every line find a difficulty in securing an outlet for their product. The result must be curtailment of business all along the line and in every line. We need to exercise considerable care during the next few months, or the consequences may be disastrous.

On the other hand, our country is endowed with wonderful elasticity. We are apt to compensate in other ways for the Spring losses, and then business will be normal by the Autumn, especially if the crop is good. It is not, therefore, in an utterly pessimistic spirit that we look forward. There are many compensating elements to be considered, but the wise merchant will be a little conservative for a month or two until he sees how the commercial wind is blowing. It would be a radical error to go to the extreme and draw the lines too tightly, simply because the weather has been rather unseasonable. It is simply the part of wisdom to be on your guard, lest any serious error is committed at this critical period, an error which may mean disaster.

Business prospects are not good; yet they are not distinctly bad—the conservative manufacturer will look a little more carefully to his credits, and renew his efforts for trade of larger volume and better quality. That is the sum of present needs.

## REAL PROGRESS.

The principal reason for the ferment situated that has been brought about by the Pure Food and Drug Laws, is the lack of harmonious co-operation. This is not due to any lack of desire on the part of all interested parties to co-operate harmoniously, but simply to the fact that it has been impossible during the space of time which has elapsed since the various laws went into effect to secure any more efficient co-operation. Great work has already been done, and is being done, and will be done to make substantial progress toward the happy condition that every one desires where various state and national laws will be uniform, and the honest manufacturer can make and label his goods in a way that will assure their frictionless reception in any state of the Union.

While it is, of course, true that most manufacturers are straining every effort to interpret the laws properly, there are some, either through neglect or otherwise, who are still marketing products which make them liable to prosecution. Extract manufacturers, singly and associated, wish to avoid prosecutions wherever possible, but they

should always be sure that their hands are clean. We think the time has come when the goats should be separated from the sheep, and it may be that the interests of the honest manufacturers will be best served by giving publicity whenever there is violation by manufacturers who show no desire to get into line.

During the past week we bought samples of two extracts in New York City, both of which were in clear violation of the New York State Laws, Federal Laws and every state law that has even been passed. One of these samples bore no manufacturer's name or address either on the carton or on the bottle label. Furthermore, the main label declared it to be "Concentrated Extract of Vanilla" and on the reverse side of the bottle was a sticker with the "formula" as follows: Hydro-Alcoholic Ext. Mexican Vanilla Beans.—Hydro-Alcoholic Ext. Tonka Beans (Synthesis). Sugar.....Color. The other sample was declared to be "Concentrated Extract of Vanilla," and on the reverse side had a similar "formula" label declaring the contents to be "Pure Ext. of Mexican Vanilla, 16 2/3%; Extract of Vanilla (*sic*), 16 2/3%; Ext. Cumarin (*sic*), 8 2/3%; Granulated Sugar, 16 2/3%; Spirits, 16 2/3%; Aqua, 25%."

Both of these manufacturers on having their attention called to this state of affairs took immediate steps to change these labels.

We will be pleased to have our readers send us labels of whose propriety they are not absolutely certain, *whether the goods are made by them or by others*. We have copies of the laws of all states, and are in consultation with experts who may be of some assistance. We will be glad to render this service gratis, as it is our purpose to do all we can to redeem the industry from the undeserved odium which has attached to it in some quarters.

#### IS THIS TRUE?

"At a recent Grand Rapids, Mich., meeting Gilman M. Dame of the State Dairy and Food Department discussed the Pure Food Law. He said that he had personally examined samples of extracts and spices put up by Montgomery Ward & Co., Sears, Roebuck & Co. and the Larkin Soap Co. and had never yet found a sample that would comply with the Michigan Pure Food Law. Questioned on this subject, the speaker was emphatic in backing up this statement. He said that the reason Sears, Roebuck & Co. were going out of the grocery business was because they could not comply with the National Pure Food Law and make any money on their goods."

We are investigating this matter fully and will acquaint our readers with the results.

The Additions and Corrections, U. S. Pharmacopœia (8th Rev.) have been issued under date of May 1st, 1907. Copies may be had by enclosing stamped envelope with request to P. Blakiston's Sons & Co., Philadelphia. We shall present a thorough review of this work by experts a little later. Some question has already been raised as to the very low standards now acceptable.

#### AMBERGRIS.\*

BY HENRY DALLEY, NEW YORK.

Ambergris was used by the ancients as a perfume by itself. How it was adapted to this purpose we are not informed.

Later on it was, in combination with frankincense and myrrh largely used in the Roman Catholic churches for producing by the use of swinging censers and hot coals that permeating and fascinating odor which suffuses the atmosphere and appeals strongly to the senses. Its common use, owing to its increased costliness, has now been abandoned.

In the art of making perfumery there never was an ingredient considered so indispensable as Ambergris, which is extensively used in its alcoholic solution.

It is commonly supposed to be a morbid secretion of the liver of the spermaceti whale. The reasons for believing it to be produced by disease are that the animals in which it is found are generally in an emaciated state and the lower part of the intestinal canal in which Ambergris is found is in a diseased condition.

Ambergris, when of good quality, is of a pronounced gray color, streaked with black and yellow and very soft and pliable before exposure to the air; in fact it may be flattened between the hands.

When slightly heated it emits an agreeable odor resembling somewhat that of Musk, only more delicate, and when blended in an Extract it loses its identity, but serves well as a fixative.

The fusing point is comparatively low, being 140° F., and if raised to a higher temperature gives off a white smoke which, when cooled, condenses into a fatty, crystalline solid.

The part of Ambergris which is commercially valuable is called amberine, and is about 80 per cent. of the total. This is obtained by boiling in alcohol and separating the crystals that are formed by cooling the solution.

Its fractured face presents a fine grain and when cut shows a waxy appearance.

A comparatively simple test for proving the genuineness of Ambergris is to thrust a hot needle into it and it emits a very pungent, fragrant smell; also if melted it becomes uniform in its consistency. Counterfeits do not present these peculiarities.

Ambergris is generally found floating upon the seas of warm climates mixed with the remains of the food of whales. In size the lumps vary from 3 inches to 3 feet in diameter and from 1 pound to 20 or 30 pounds on the average, but it has been found as high as 180 pounds for a single piece. These specimens have been very rare.

Of the many animal odors used in the manufacture of perfumes, Ambergris is and has been the most expensive and its use is prohibited in any except first-class goods, because of the extreme cost. Modern science has, however, produced an artificial product that is nearly as efficient as the genuine and at a much smaller cost. The rapid strides made by science in the last few years in materials used in the perfume industry, justify the expectation of a perfect artificial Ambergris in the near future.

\* Read at the late Convention of the Manufacturing Perfumers' Association.

## AMERICAN PERFUMERY: ITS GROWTH AND POSSIBILITIES.

BY THEODORE RICKSECKER.

(Read at the Late Meeting of the Manufacturing Perfumers' Assn.)

After our excellent President assigned me this big, comprehensive subject for a paper to be read before this intelligent body of fellow-workers, I nearly had a "temporary brain storm."

I was almost sure to share the fate of the Teddy bear who tried to get at the honey in the bee-hive without the bees knowing it.

You wouldn't let me look into your balance sheets the past 20 years, nor could I see the ledger accounts of our friends the crude material dealers. So I am driven to recollections, generalities and such approximate figures and real facts as are available, and place my reliance on that same old generous forbearance you have shown me in the past.

This is a family talk and its deductions may not all set well, but they are sincere.

I saw a London invoice to Geo. Washington in 1777 for some luxuries including some toilet powder.

It is 300 years since the Pilgrims landed at Plymouth.

They were not given to the use of perfumery, but New England has consumed an enormous quantity since.

In an old bookstall at Nantucket I picked up a book "The Boston Almanac for 1854," including a business directory. Under the head of Perfumers was a list of seven firms, one of which was classed as a manufacturer. Their names are not familiar to us. All gone.

Jacques of Boston did considerable business at one time, as well as others, including Bailey, and Joseph Burnett.

The record of the Perfumery business has been one of disaster.

As an optimist, I repeat this phrase of a perfumer who has passed away, and whose success for a time was phenomenal.

Let us look at the record.

My experience dates from 1863. In the 12 years following that date Philadelphia was the centre of the industry.

The following houses flourished there:

X. Bazin,	R. & G. A. Wright,
Glenn & Co.,	Milliac & Young,
Jules Hauel & Co.,	H. P. & C. R. Taylor,
R. S. Christiani & Co.,	

and others. The first named had a large building, up-to-date soap and other machinery and a laboratory equipped with the best available; a creditable plant. They had a fine clientele, and I knew of their balance sheet showing \$18,000 on the right side of the ledger one year. The other houses were generally prosperous.

Where are they to-day?

Failed, quit the business, or dead.

In New York the record includes these houses:

Wm. A. Hinman,	Edrehi,
Phalon & Son,	Zacharie,
E. T. Smith & Co.,	J. R. Pierson,
F. B. Strouse,	R. D. Young,
Cornell,	Barclay & Co., and others;

and these transplanted foreign agencies:

Eugene Rimmell,	Bush & Co.,
Defour,	F. S. Cleaver & Son,
Gelle Freres,	The Crown Perfumery Co.,

all pulled out.

Where are they? Failed, dead, or quit the business.

There is no American house which has been manufacturing Perfumery fifty years, unless possibly one—Solon Palmer. Alfred Wright began in '66; Adolph Spiehler in '76; Colgate & Co. in '72.

I applied to the Department of Commerce and Labor at Washington for their statistics of the Industry.

Their reply acknowledged the complication of their statistics of the Perfumery business proper with those of other manufactured proprietary toilet goods, tooth washes, chalk, rouge, complexion goods, Florida water, face creams, barber supplies, &c.

This necessarily swells the records abnormally.

The figures are simply given as a guide; as helpful in forming a fair judgment of the trend of the business.

The Director of the Census wrote: "It is impracticable at this stage of the work to examine the individual reports to determine the number of establishments that are engaged primarily in the manufacture of perfumery."

Personally, I judge that a liberal estimate might be fairly considered to be one-half of each of the figures named as belonging legitimately to the Perfumery industry proper as we understand it.

Their figures including all kinds of Toilet goods.

No. Establishments.	Capital.	Value Products.
1880—67.....	\$813,000	\$2,203,000
1890—157.....	2,238,000	4,630,000
1900—262.....	3,490,000	7,087,000
1905—292.....	4,843,000	11,133,000

In estimating one-half above figures it will still be borne in mind that this half is subdivided by those who are wholesale perfumers exclusively, those who combine the business with drugs, department stores, mail order and "factory to home" establishments and even barber supply firms.

In further effort to get some additional side-light upon the growth of the business, I applied to the Treasury Department at Washington for statistics of imports of certain crude materials, used more especially in perfumery and

as helpful in forming an estimate of the probable trend of our industry, and met with ready response, securing even some advance proof-sheets from the forthcoming Government reports.

As many of even these selected items are consumed in the manufacture of goods other than legitimate perfumery these statistics are somewhat misleading.

However, I have collated them as best as I could out of the mass of items and simplified them so as to present a fairly intelligent *résumé* of the record. The ratio or percentage of growth of our business is fairly indicated, on the reasonable presumption that perfumery keeps pace with their consumption in the other goods involved.

These figures do not include many ordinary oils such as citronella, lavender, &c., the Messina oils of lemon, orange, bergamot and those of sufficient importance, like Attar of Rose, &c., to warrant separate classification, but those more specially consumed by perfumers, embracing also the Synthetic oils. These imports are scheduled as

#### IMPORTS OF ESSENTIAL OILS AND COMBINATIONS.

1886.....	\$93,400
1896.....	347,000
1905.....	420,850

Another indication of the ratio of growth of the business is in

#### THE IMPORTS OF ATTAR OF ROSES.

1886.....	\$31,000 OZS.
1896.....	35,274 "
1906.....	85,469 "

though here again we concede large consumption aside from our industry. Another plausible indication is found in the comparison of statistics of Exports of Musk from Shanghai:

In 1891, 2 and 3 to Paris .....	1,601 Catties.
" London .....	1,292 "
" New York.....	635 "
In 1904, 5 and 6 " Paris .....	1,770 "
" London .....	157 "
" N. Y.....	1,166 "

The practical transfer of the London market to New York will be noted. The American consumption increased 85% the past 3 years over that of the same 13 years ago, while Paris has increased but 10%.

Assuming that all the above figures are fairly accurate and taking them comprehensively, as a guide in the estimates, we reach the following approximate

#### DEDUCTIONS.

That the industry is represented by, say, 140 establishments.

That the output has increased 33 1/3% the past 5 years of general prosperity.

That it has increased 33 1/3% in the previous ten years.

That the output now may be about five millions annually.

#### NOW WHAT OF THE POSSIBILITIES?

The steady growth of the business for the past 25 years since 1880, even considering the increase of population from fifty millions in that year to say eighty-three millions in 1905, is very encouraging to the faith that America is bound to continue this growth within her own borders, and further develop an export trade.

Very favorable conditions to this end seem to me to promise this consummation:

1. We are securing as pure raw materials as any country in the world.
2. At prices that are as favorable generally.
3. We are better judges of quality, and more appreciative of its importance.
4. Our glassware, lithographing, &c., are bought at right prices.

#### NOW WHAT ARE OUR SHORTCOMINGS?

This subject is of necessity tintured with personal views:

1. In my early visits to the laboratories of Europe the most impressive feature to me was the dates on the tinctures.

You see rows of them, 1 year, 2 years of age or more. We are too impatient; want everything done quickly.

If there is any business requiring deliberate treatment it is the making of perfumes.

2. We emphasize the commercial end of our business, while they emphasize the artistic end.

#### DIGNITY AND PROFITS.

The perfumers of France will not stoop to put out any bottles short of an ounce, and the better class have followed this principle religiously; some for a hundred years.

They are not afraid to ask a fair, round price.

#### SELF RELIANCE.

Our tendency to follow in the wake of the leading perfumes of Europe is more than half wrong.

Let us originate combinations of highest quality; create designs and standardize American perfumery till it reaches the goal of supremacy and is so acknowledged in the markets of the world.

#### PALM OIL SUPPRESSES THE TEST FOR OIL OF SESAME.

At a revision of a case tried in the lower courts at Elberfeld, as we are told by the *Pharmaceutische Centralhalle*, a sample of vegetable margarin (Sanella?) was exhibited, which on applying the test for sesame oil (a constituent of margarin) failed to yield it or gave but insufficient evidence of its presence. As oil of sesame was known to be in the margarin and in sufficient quantity, an effort was made to find the reason for the failure of the test. If disclosed the fact the palm (cocoa) oil, the principal ingredient of vegetable margarin, had the property of greatly weakening the sesame test, when freshly mixed with the same, and that in such mixture but a very short time suffices to enable it to suppress the reaction altogether.

## KOPRA.

## ALL ABOUT THE CRUDE ARTICLE.

BY L. LODIAN, NEW YORK.

Kopra (also variously spelled half-a-dozen other ways) is the dried product of the cocoanut (*kokos-nucifera*). It contains 60 to 70 per cent. of fat.

The nuts ripen throughout the year, hanging in pendant clusters close in and around the stems of the palm branches, which spread about on all sides, and reach upward from the clustered head, forming the top of the tree. The nuts hanging lowest ripen first, the young nuts continually appearing above with the growth of the tree; and so the lower branches wither and dry, falling away as the younger branches push out from above. The body of the tree from the ground to the top—a distance reaching up from 30 to most frequently 60 and even 80 feet—is smooth and bare, like a mere pole, supporting a head of nuts and sweeping branches.

## VALUE AND DIVERSE USES OF THE KOPRA OIL TO THE NATIVES.

The value of the cocoanut is not confined to the single export product of kopra; the tree and its products are devoted to many uses. The wood in the green state is very porous and spongy, having consequently a great degree of resistance to rifle shot, so that in the tribal wars among the natives of kopra-producing regions in the Pacific it has been much employed in the building of defensive works. The oil enters in many forms into the domestic uses of the natives. It forms the basis of all their liniments and emollients in their simple but very rational "farmacopia." It is used for anointing the body—a practice universally observed, and, in such a climate by no means so unreasonable as it might appear at the first glance. It has the effect of keeping the skin soft and fine, protecting it from sunburn, which in these latitudes of a vertical sun, without protection, becomes very severe. It serves as well to repel mosquitos and other small flying insects. Highly perfumed with a native essential aromatic oil called the "moso-oi," it is the general dressing for the hair, in the care of which these people are very particular and cleanly.

The nut itself is one of the standard articles of diet. They are eaten in the soft, but somewhat tough gelatinous state, before they reach the "woody" condition in which they are familiar to the American people, when they are both palatable and exceedingly nutritious. Taken in excess, however, the most perfect nuts are liable to cause violent bilious vomiting and purging, with accompanying depressing exhaustion, and inducing a repugnance to the nut which lasts a long time.

Kopra is continuously made, as the nuts ripen, from about the middle of April till the middle of October or early part of November—that is, during the dry season—but the making is more active during July, August and

September. Curing can be done, so far as the supply of nuts goes, through the remainder of the year; but the rains, varying from frequent to almost constant, do not permit of satisfactory drying even under cover, and the opened-out nuts are dangerously liable to spoil by the appearance of the familiar variegated-colored blue mold. If this happens, it is rejected for export, but the natives do not waste it. They either employ it as stock feed, or cut it into finger-size pieces for candle light at nights, or as fuel for small cooking purposes. It burns freely, but with considerable smoke if consumed in quantities; yet the candle-like pieces, alone or in pairs, will burn smokelessly. There is always, however, the nauseating odor of partly-consumed kopra-oil fumes in a room—always disagreeable during a warm, tropical evening, yet never so offensive as the fumes from kerosene lamps.

When lacking water for tea-making, the cocoanut milk pure and simple has been used by the Asiatics. I have tried it at its best: it tastes like a poorly-prepared stewed tea would in America, although there was no "stewing" of the tea; the just-tapped milk from the new nut was brought to a boil in three minutes, instantly versed on the tea, and allowed to brew another three minutes; yet still it had a flattish, sweetish stewed-tea taste. After that taste, give me the pure fresh cocoanut milk, and I will dispense with the tea!

Sometimes also the kopra is roasted in closed vessels as coffee is roasted, and used as a substitute for that beverage.

## COLLECTING THE KOPRA.

You have all read possibly in your boyhood of the fanciful collection of cocoanuts by and with the aid of monkeys—the collectors shying stones at monkeys in the cocoanut trees, and the apes replying by breaking off and hurling nuts down at their tormenters. This is another one of these "travelers' yarns" which are not so.

Here is the gathering process "in a nutshell": A boy or man—usually the former—with a piece of sennit rope (about 18 inches long) looped on either foot, will climb the slender swaying tree with as much ease and rapidity as if it were a ladder. The notched or corrugated surface of the bark of the tree, left where branches have in time grown from the ground up, catches the bit of sennit between the feet, while the weight of the body pressing downward clamps, as it were, the hollow of the ample feet firmly on either side of the trunk. By this means, the tree is ascended by a series of jumps, so to speak.

The climber, with a large knife, cuts away the matured nuts which cluster close about the butts of the branches. As they fall with a thud, and roll outside of the falling "danger zone," they are gathered into piles. (In their thick husks, a blow from a falling cocoanut would about

"settle" a man.) On the plantations they are gathered into panniers strung on asses, or into baskets swinging on poles carried between two natives, and are finally piled into great heaps near the kopra shed.

The nuts are not husked, the thick outer husk having become hard and brown like wood. They are dexterously split in two by an ax, and the hard white flesh is promptly cut out with a few turns of the knife. Nothing remains but to spread it on boards or mats in the sun. A single day's exposure to a tropical sun desiccates it "dry as a bone," although the dazzling snow-white of the freshly-opened nut is sobered to a pearl-like white.

When cured, it is thrown into a heap in the shed, where it remains until sacked—a veritable feast for the rats, if there are any about—to be later laboriously carried, sack by sack, by wading out to the small boat, which in turn transfers it to the small schooner or cutter lying in deeper water, and from this in turn it is again taken to be stored elsewhere, or transferred to the deep-sea vessel for its final voyage.

Kopra yields perhaps a greater percentage of oil than any other of the great oil-producing staples, under the modern process, whereby it is heated and subjected to two pressings, giving as high as 62 and 64 per cent. of pure oil.

Oil has also, as a curio, been obtained from the shell of the cocoanut. It has no commercial utility.

No nut in the world has the multi-utility of kopra. It is a food, a light, a cleansing agent; and the milk that was in it is a life-giving drink, or can be converted into soul-destroying alcohol (*arak*); or even into an excellent vinegar for your sourkraut. As if this list was not sufficient, you can, by evaporating the fresh milk, obtain the pure Indian sugar known as *jageri*.

#### SOAP MADE DIRECT FROM KOPRA.

Many years ago a process was patented for the direct saponification of Kopra. Those interested can look up the patent name, Liebrich. Here's the "germ": "The Kopra is comminuted, then saponified with caustic soda lye, and the soap-paste separated from the cellulose by means of a centrifugal machine. By salting out the paste, a grain soap is obtained which is so hard that it cannot be cut by any of the usual cutting machines." "Soaps made of cocoanut oil are difficult to salt-out; and when finally separated by the use of too much salt, they inclose a considerable quantity of the latter." It was to remedy this defect that the soap-direct-from-Kopra patent materialized; and it is claimed that as a soap-stock for toilet soaps, the direct Kopra process produces a "remarkably mild and agreeable article." The inventor specifies in his claim that his process "is the only sure method by which a neutral soap can be technically obtained." However, the patent has many years since expired, and the process is now free to all who care to copy it—if it is worth using; and 97 per cent. of all patents issued are utterly worthless (commercially)—do not yield one penny to their schemers, and are never heard of more.

The cocoanut grower is not obliged to export his nuts or Kopra. He may express the oil himself; roundly,

fatty nuts will yield a gallon. But this has been tried, and failed. Casks must be found to convey it to market; these may leak and damage other goods; then the oil is liable to uncertain and early rancidity, and liable to rejection by the shipper. For Kopra oil or cocoanut oil is never a firm fat in the tropics, but a water-white fluid which can only really safely be stored in seamless iron buckets and casks. Even among the consumers thereof in northern climates, it is only during the cool and cold months seen as a solid, or semi-solid.

#### PRIMITIVE NATIVE KOPRA OIL MAKING.

In the old days, before Kopra was exported in sacks from Ceylon to be expressed in European oil-mills, the oil was sent in casks weighing from six to eight cwt. each. To obtain the oil, the native process was to knock the nuts whole out of their shells—they had a knack of deftly cracking the shell so that it easily split away from kernel. Then the nut was slit in two "in a twinkling" over a trough, which received the milk (to be soon converted into the spirituous drink, *arak*). Next, the nuts were reduced to pulp in a heated mortar partly filled with boiling water, and the oil skimmed off periodically. This primitive process naturally left a pulp-residue still rich in fats, known as *punak*, and this was deemed highly fattening for pigs and poultry.

Then came the hydraulic presses—many of them of 1,500 horse-power.

\* \* \* \* \*

The just-expressed Kopra oil has a melting point of about 75° F., down to 68° F., that from Cochin China averaging the higher melting point. The oil extracted from the fresh nut is always esteemed—if for a snow-white soap—over the expression from the dried product.

Kopra is bought from the natives, who make and sell it in small quantities—selling it as it is made almost entirely for trade, such as canned meats, biscuits, prints, boat lumber, and other articles suited to their few needs. Full cash is rarely paid, but part-cash sometimes is, and, latterly, even the full cash price has been stipulated by some of the natives.

Green Kopra—fairly dried, and liable to much shrinkage—is worth, and has been for some years past (in spite of occasional laxness in foreign markets), 1½ cents a pound when bought from natives. The Kopra buyers pay from \$1.25 to \$1.50 per 100 pounds. It is charged that it is the collecting exporters who are making all the money over the enhanced price of Kopra. It would, of course, be cheaper for the quantity-importer to send his own representative to purchase direct from the native growers.

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Of course what has been related here about the production of the crude Kopra will be "chestnut" information to those who have traveled in Kopra countries and seen the process. But there are many who are not so fortunately informed, and to whom the present paper will be "news." For there is no literature on the subject of Kopra. You can search the encyclopedias and textbooks of commerce in vain for other than a half-dozen-line paragraph. It has remained for this journal to "make literature" on the matter.

## THE NATIONAL FOOD AND DRUGS ACT IN ITS RELATION TO THE TOILET GOODS INDUSTRY.\*

BY CASWELL A. MAYO, PH. G., EDITOR OF THE "AMERICAN DRUGGIST."

*Mr. President and Members of the Manufacturing Perfumers' Association of the United States.*

GENTLEMEN: First let me express the deep appreciation of the honor I feel at being your guest to-day. It was, I assure you, with diffidence that I undertook the task of addressing you upon the application of the National Food and Drugs Act to the Toilet Goods industry. That diffidence turned into dismay when I began to realize, after a little study, the numerous difficulties which confronted me. You have all received copies of the text of the act and of the regulations provided for its enforcement by the commissioners appointed for that purpose by the Secretary of the Treasury, the Secretary of Agriculture and the Secretary of Commerce and Labor. In view of the possible bearing which this act and these regulations might have upon the conduct of your business, it is fair to assume that you have given both serious consideration. For addressing you on a subject with which you must be familiar, my only excuse is that by interviews and correspondence I have been brought into contact with a large number of manufacturers and dealers whose preparations are affected by the act, and have found among these men a great diversity of opinion regarding the details of the application of the law and regulations. By consultation with the authorities at Washington regarding a number of cases which have come under my observation, I have learned something of the methods of reasoning followed by the authorities in interpreting the act, and also have been informed as to their views on many points which have been brought forward from time to time by others for decision, but concerning which no official "food inspection decision" has been rendered. The most that I can do is to give you the benefit of this experience, and thus possibly save some of you some slight annoyance.

I expressly disclaim any intention of endeavoring to construe the law on my own responsibility. I doubt if the construction which has been placed upon some of the details of the law and regulations would be upheld by judicial decision, but the manufacturer, as a rule, is amply content with learning the views of the authorities whose duty it is to enforce the law, and is perfectly willing to comply with those views even though they are not in accord with what he individually considers a sound interpretation of the act, for the reason that compliance will, as a rule, entail much less hardship and expense than would be involved in an open defiance of the views of the authorities, with the risks involved of court costs, legal fees and the ultimate possibility that the executive have not erred in their construction of the law. I shall therefore sedulously refrain from the intrusion of my personal views where they happen not to be in accord with those held by the chiefs of the bureaus concerned with the administration of the

law, and shall state briefly what I believe to be the interpretation which has been or which would be placed upon the law in its application to specific instances of interest to the members of your association. It is, of course, possible that even here I may err in my understanding of the proper interpretation. But I have been at much pains to avoid error, and hope that I shall not prove a blind leader of the blind.

I feel all the more justified in addressing you in view of the wording of the following decision published by the Secretary of Agriculture. The Honorable Secretary says:

"Many letters have reached the Department asking for action on very important questions connected with the food and drugs act which require much study and time to secure all the facts necessary to the rendering of a just decision. It is impossible to answer all such letters in detail. The following general statement shows the attitude of the Department on questions of this kind.

"All manufacturers and dealers have copies of the law and regulations, or can secure them and study them carefully. Each manufacturer and dealer should conduct his business as nearly as possible in harmony with the law as he interprets it. When each particular problem involved reaches a solution in this Department, it is hoped it will be found that the manufacturers and jobbers have come also to a similar decision in the matter. Public notice will be given of each decision as it is issued, that the manufacturers and dealers may be informed and be able at once to place themselves in line with the decisions of the Department. In this way it is hoped that the injustice will be avoided in the execution of the law and every one be given an opportunity to put himself right and to have due notice of decisions which may be made.

"The Department will use every endeavor to reach prompt decisions, but must take time to collect the facts and subject them to a proper study; otherwise the decisions would not have the value which would attach to them in important matters affecting the execution of the law."—(Food Inspection Decision. 49.)

The first point to be considered in a study of the law in its application to your own particular field of work is the precise definition of the terms used in it with a view to establishing the limitations of the application of the act.

### DEFINITION OF FOOD AND DRUGS.

If your goods come under neither of the two classifications covered by the law, that is, if they are neither foods nor drugs as these terms are defined in the act, you need give no further thought to the food and drugs act. You must remember, however, that the definitions laid down in the act are not exactly in accordance with common usage.

The term "drug" is defined as including "all medicines and preparations recognized in the United States Phar-

\* Read before the Thirteenth Annual Meeting of the Manufacturing Perfumers' Association of the United States, held at New York, April 9th to 12th, 1907.

macopœia or National Formulary for external or internal use, and any substance or mixture of substances intended to be used for the cure, mitigation, or prevention of disease of either man or other animals."

The term "food" includes "all articles used for food, drink, confectionery or condiment by man or other animals, whether simple, mixed or compound."

It is essential not only to bear in mind these two definitions jointly, but to remember that the regulations for the two classes of substances, that is food and drugs, differ, and that therefore the method of treating a substance will vary according as to whether it is considered a food or a drug. A notable instance of the difference in the treatment of preparations which might be considered as belonging to either class occurs in the case of flavoring extracts. Under Food Inspection Decision No. 47 issued by the Secretary of Agriculture, the statement is made that "the percentage of alcohol is not required to be stated in the case of extracts sold for the preparation of foods only. It is held, however, that extracts which are sold or used for any medicinal purpose whatever should have the percentage of alcohol stated on the label." This decision will bring into question the status of several flavoring extracts which are also used at times for medicinal purposes, as for instance, essence of peppermint and tincture of ginger.

#### THE DEFINITION OF DRUG.

It would be difficult to conceive a more comprehensive definition of the term "drug" than that laid down in the act. The reference to the Pharmacopœia and to the National Formulary makes the term include some articles which are not really drugs, as they are merely reagents. The essential feature of the definition is included in the following words: "Any substance or mixture of substances intended to be used for the care, mitigation or prevention of disease of either man or other animals."

A consideration of this definition will immediately suggest a long line of articles as coming under this act. Several of the members have been kind enough to furnish me with copies of their price lists, and from these I have compiled the following list of articles which, I believe, undoubtedly comes under the act, either because of the title itself, as in the case of quinine hair tonic, or on account of claims set forth on the label:

#### ARTICLES AFFECTED BY THE ACT.

Quinine Hair Tonic, Tooth Powders, Tooth Wash, Tooth Cream, Cold Cream, Camphorated Cream, Bay Rum, Complexion Jelly, Eau de Quinine, Glycerin and Rose Water, Glycerin, Freckle Lotion, Pearl Cream, Smelling Salts, Camphor Ice, Borated Creams, Flavoring Extracts, Petroleum Jelly, Pharmacopœial tinctures, Pharmacopœial spirits, Witch Hazel, Castor Oil, Sweet Oil, Talcum Powders, Glycerin Lotion, Quinol Hair Lotion, Aromatic Smelling Salts, Vaseline Preparations, Oil Petrole, Oil Vaseline, Headache Cologne, Liquid Green Soap, Toilet Cerate, Cocoa Butter, Aseptic Borated Complexion Soap, Antiseptic and Medicated Soap, Skin Soap and Capsicum Drafts.

A consideration of this list, which is necessarily imperfect, as in many instances I had no copies of the labels or advertising matter which accompanied the preparation to

guide me, will serve to bring out the following general classes of preparations which are made by some of the members of the association as coming within the meaning of the act, and which under its terms will be considered as "drugs," and must therefore conform to it:

Hair Tonics—which are intended to promote the growth of the hair by the prevention of cure of diseases of the scalp, tooth powders, pastes, and washes—as these are intended to prevent diseases of the teeth; smelling salts—which are used as a tonic inhalant in case of fainting; camphor ices, ceratum camphoræ—practically identical with the article official in the pharmacopœia under the name of petrolatum; freckle lotions—as freckle may be considered as a disease; Glycerin, and the various official tinctures and castor oil which are, I observe, listed by a few of the members, of course come under the food and drugs act. Flavoring extracts come under the definition of foods, and therefore must comply with the standards and nomenclature laid down in circular No. 19 of the Department of Agriculture, though this has been amended in some details by one or two subsequent decisions. Glycerin and Rose Water both being official in the Pharmacopœia, a mixture of the two under their joint names will naturally be considered a drug. Talcum being recognized in the Pharmacopœia, it has been held by the Department of Agriculture that all talcum powders and, so I am recently informed, all face powders of every description, come under the act and must be labeled in accordance therewith. This decision is not in accordance with an opinion given me at the Department in December, and made public by me, but it must be borne in mind that the Secretary of Agriculture and his staff reserve the right to change decisions and amend them from time to time, even after they have been officially published as food inspection decisions. Such a change, indeed, has been made in the Food Inspection Decision No. 46, which was issued on December 13, and which has been issued in amended form on February 21. In the same way I was favored with an opinion in December to the effect that Bay Rum as such did not come within the meaning of the act. Since then I have been informed by the authorities that their views on this subject have changed, and that Bay Rum is now considered by them as a drug, and therefore must be made and labeled in accordance with the act. This means that only ethyl (grain) alcohol may be used in the manufacture of Bay Rum. This title Bay Rum, by the way, is really a misnomer in so far as it applies to the domestic article, as it is not really distilled, but is a mixture of alcohol and various flavoring ingredients. In view of the fact, however, that the preparation was official in the United States Pharmacopœia of 1890 under the title of *Spiritus Mycie*, the name Bay Rum being given as a synonym, there would seem to be warrant for marketing the domestic preparation under the title, although it consists merely of a mixture of flavoring ingredients with alcohol and water. So far as I am aware this particular point has not been ruled on by the authorities. The only cologne of which I have observed that seems to have come under the act is the headache cologne made by one of the members. The title of this alone would probably be considered sufficient to bring it within the meaning of the act.

(To be Continued.)

## THE ORIGIN AND HISTORY OF PERFUME.\*

BY JAMES E. DAVIS, DETROIT.

In Revelations the four living creatures and the twenty-four elders before the throne of God are said to offer incense, which is the type of the prayers of the saints. In the ancient world the idea was universal. We see it exemplified in the swinging censers of the Christian cathedrals and in the smouldering joss sticks of the Chinese temples down even to our own day. I may say that pious Christian writers find in the sweet breath of all these odorous natural products a symbol of the breath of the divine life in the soul.

In that favored region of the earth lying between the Tigris and Euphrates, probably the cradle of Aryan civilization, and believed by some to be the veritable site of the Garden of Eden, it is not unreasonable to suppose that the ruddy or white races of mankind first acquired a taste for the use of perfume. In this region Archaeologists have uncovered the ancient city of Susa, founded by the Anzamites, the ancestors of the Aryan race, and also the city of Nippur, the Calnet of Genesis, one of the four founded by Nimrod, grandson of Ham. Here we have evidence of a high civilization, reaching back almost eighty centuries before Christ, in which perfume doubtless played a part, for in the excavations have been found perfume bottles of glass and alabaster, and ointment boxes of porcelain and chalcedony, bearing inscriptions in the cuneiform characters, as yet undecipherable. Among the refined and luxurious people of the great Eastern empire, growing out of the foundations laid by Ashur, the son of Shem, and by Nimrod, the love of flowers and perfumes developed into a passion. In this empire lay those stupendously large and incredibly luxurious cities, Nineveh and Babylon—veritable wonders of the ancient world—in which perfumes were employed to an extent which staggers belief. Herodotus, the father of history, who visited Babylon, records that incense, to the extent of one thousand talents, was burned before the fifteen-million-dollar golden image of the god Baal, on an altar of massive gold. The rites in honor of Nimrod, of Semiramis, the great queen who raised Babylon to the height of its splendor, and to other adored sovereigns, also consumed vast quantities of the choicest aromatics. All that the country produced did not suffice for its needs, and so the Arabians were drawn upon for a yearly tribute of one thousand talents of frankincense. The people of Babylon perfumed their whole persons with costliest scent; and at their great festivals and banquets fragrant cassolettes burned continuously. The Medes and Persians inherited these luxurious tastes, and among the Syrians and Lydians, in later times, the great attention to the toilet, and the lavish use of scents of every description, was carried to an extent which developed effeminacy.

Babylon received rare spices from the Indies and the Gulf of Persia, odorous gums from Arabia, and fragrant balsams from Judea. From Babylon the Phoenicians dis-

tributed them by Tyre and Sidon to Egypt and other lands.

The Egyptians, whose authentic history runs back to the dawn of recorded time, rivaling in antiquity that of the Babylonians and the Jews, developed an amazing grandeur in religious rites, and are known to have employed perfumes as early as the Fourth Dynasty, about forty centuries before Christ. In the sun worship at Heliopolis clouds of incense arose without cessation. Before the altar of the sacred bull, Apis, fragrant oils burned day and night. On the altar of Isis, at her annual festival, the burnt offering was an ox, stuffed with frankincense and myrrh, and basted with fragrant oils; and at the semi-annual feasts of Osiris, spices and fragrant oils were used symbolically, and odorous resins, myrrh and knuphi, were offered thrice daily. O'ten in a ceremony of a devotional nature, as many as a hundred flower-decked children carried vases of gold filled with incense, myrrh and saffron, and in the procession were dromedaries laden with incense, cannel, cinnamon, iris and other precious aromatics. Perfumes were used with a luxuriance which filled the air for miles, and which lasted for days, well calculated to produce a permanent impression upon the senses.

The Egyptian belief in the transmigration of souls led to the embalming of the bodies of the dead, and this was so successfully accomplished with the aid of spices, gums and perfumes, that wealthy Egyptians were able to contemplate the well-preserved features of their revered ancestors for many generations.

The Egyptians reveled in the bath, and for toilet purposes used perfumes as lavishly as in their religious rites and funeral honors. They rubbed their persons with fragrant oils and ointments, and used them also upon the wigs which protected their universally shaven heads from the scorching heat of the sun. The priests for a long time had a monopoly in perfumes, being alone skilled in their compounding, and were thus the original manufacturing perfumers.

Persia and Arabia supplied the Egyptians with many perfumes, which were transported in caravans across the desert. The products from Ethiopia, and all the shores of the Red Sea, arrived direct. About the first century before Christ, a quarter of Alexandria, the capitol, was made up of perfumeries and factories of such importance that the workmen handling the valuable materials employed were searched when leaving their work, as are the employees in the diamond mines of Brazil and Africa.

In Egypt, flowers and perfumes entered freely into every function, from the worship of the gods and the coronation of the kings down to the embalming of the sacred cats and crocodiles. Cleopatra made lavish use of them, and they were among the means of seduction she brought into play at her first interview with Marc Antony on the banks of the Cydnus.

\*Continued from April Number.

Abraham, the father of the Hebrews, who lived two thousand years before Christ, passed his earlier years in Mesopotamia, but went thence to Canaan, "the promised land." The history of his people begins about five centuries later, with the flight of the children of Israel, to escape the oppression of the Pharaohs. We are told in the Scriptures that for nearly four hundred years they were governed by God himself, speaking through the high priest. Moses, the leader, received his instruction in the art of perfumery directly from the Deity. In Exodus we read the command: "Take thou sweet spices, stacte and onycha, and galbanum, these sweet spices with pure frankincense; of each shall there be a like weight. And thou shalt make it into a perfume, a confection after the art of the perfumer, tempered together, pure and holy. And thou shalt beat some of it very small and put it before the testimony in the tabernacle of the congregation, where I will meet with thee; it shall be unto you most holy."

There was a special prohibition added that no man should make the like for private use. The Scriptures record that condign punishment was visited upon kings and princes who disregarded the injunctions of Moses and Aaron in this particular. The Jewish priests burnt incense morning and evening, and the high priest solemnly burnt it on the great day of atonement. Moses was also directed by the Deity to take the principal spices, pure myrrh, sweet cinnamon, sweet calamus, and cassia, and with olive oil to make a holy ointment for use in the highest religious ceremonies. These two divine formulae are the most ancient for odorous compounds on record. It is interesting to note that Bezuleel and Aholiab, "expert in all manner of workmanship," were the persons charged with the preparation of these formulae.

We may suppose that the Jews had the same love of perfume that characterized all ancient people. It was strengthened during their sojourn among the Egyptians, from whom also they acquired many hygienic laws and a fondness for the bath, which largely increased their employment of perfumes. The Scriptures show that perfumes entered into almost every relation of Jewish life. So indispensable were perfumes considered for the bridal toilet that one-twelfth of the bridal dowry was set apart for their purchase. In Judea spices and fragrant gums abounded. It was indeed a second Arabia. A notable product was the far-famed balm of Gilead. It is believed that the pungency of perfumes was the characteristic most appreciated by the Jews. But Pliny informs us that there were fashions in perfumes as in raiment.

In Scriptural times perfumes were among the most valued gifts of royalty. The Queen of Sheba, when visiting Solomon, brought him "such spices as had never been seen." King Hezekiah displayed "spices and sweet ointment" when exhibiting his treasures to the Babylonian envoys. All ranks used perfumes, scenting their clothing and bedding, as well as their persons.

Passing from the Old Testament to the New, we find perfumes still in high favor in the time of Christ. The Magi offered gold, frankincense and myrrh to the Babe in the manger. In the Gospel of Mark reference is made to the custom of anointing the head of a guest to honor him, as was done in Egypt.

*(To be continued.)*

## FLAVORING EXTRACT DEPARTMENT

Conducted under the auspices of THE AMERICAN EXTRACT MANUFACTURERS' ASSOCIATION.

A. J. Bastine, President, 19 Warren St., New York.  
C. Van Skiver, Secretary, 29 Murray St., New York.

### REVENUE LAWS APPLIED TO EXTRACT MANUFACTURERS.

Pursuant to a letter from the Blanke-Baer Chemical Co., of St. Louis, stating:

"A Special Revenue Agent of this district has commenced to levy tax on the Flavoring Extract Manufacturers of this city as Rectifiers, Wholesale Liq. Dealers and Retail Liq. Dealers.

"After levying his tax upon a dozen or more of this city, our turn arrived and you as well as we know that under the construction of the Revenue Act none of the Extract Manufacturers are liable to said special tax. We, of course, protested and handed in our claim for abatement of said tax, and while the abatement has not yet been allowed we succeeded in getting a hearing before the commissioner at Washington and our Dr. Baer goes to Washington this coming week and will appear before the commissioner on the 25th or 26th of this month to protest against the assessment levied upon us."

Dr. T. C. Stearns, as representative of the Association, seeing the danger, went to Washington. Should this idea of making manufacturers of Flavoring Extracts pay the Rectifiers tax of \$200, the Wholesale dealers' tax of \$100, and the Retail dealers' tax of \$25-\$325 in all—be applied all over the country as has been done in St. Louis, and then it would affect not only the members of our Association, but also every manufacturing Perfumer, Wholesale Grocer, Retail Grocer and dealer in perfumery in the country.

Dr. Stearns met Dr. Baer, of the Blanke-Baer Chem. Co., of St. Louis, in Washington on the 25th.

Dr. Baer stated that the West India Man. Co. were compelled to pay \$570.00; Kuehne Flavor Co., \$405.00; Eddy & Eddy, \$500.00; Red Cross Vinegar Co., \$500.00 (they make an artificial cider, but are not more liable than any druggist who sells soda with flavoring extract in it); Dr. Wirt, \$37.50; Dr. Hoffman Medicine Co., \$200.00; Oakes Candy Co., \$37.50; the Liquid Carbonic Co., a large sum, and the amount demanded from Blanke-Baer Co. was \$487.50. This they have refused to pay.

Three of these concerns manufacture a bitters, which probably makes them liable to the assessment, but in all cases except the cider and candy case (evidently fined for having extracts in their possession) the chief count against these parties was as manufacturers of flavoring extracts. In all cases the amount included a penalty of 50%, imposed because of non-involuntary payment.

The law defines Rectifiers as follows:

"Every person who rectifies, purifies, or refines distilled spirits or wines by any process other than by original and continuous distillation from mash, wort, or wash, through continuous closed vessels and pipes, until the manufacture thereof is complete, and every wholesale or retail liquor dealer who has in his possession any still or leach tub or who keeps any other apparatus for the purpose of refin-

ing in any manner distilled spirits, and every person who, without rectifying, purifying or refining distilled spirits, shall, by mixing such spirits, wine or other liquor with any materials, manufacture any spurious, imitation or compound liquor, for sale, under the name of whiskey, brandy, gin, rum, wine, spirits cordials, or wine bitters or any other name, shall be regarded as a rectifier and as being engaged in the business of rectifying."

Wholesale Liquor Dealers are defined as dealers in distilled or malt liquors in lots of more than 5 gallons at one time, and retail dealers as selling in lots of less than 5 gallons at one time.

The amounts assessed the St. Louis parties included all three, with a penalty, as stated, of 50% added.

The above extracts are from the U. S. Revenue Law, edition of 1900, page 121.

The representatives proceeded at once to the office of the Commissioner, and were received by Commissioner Yerkes, who agreed with them that Extract Manufacturers do not "manufacture any spurious, imitation or compound liquor for sale" and do not deal in them, and therefore are not liable under the law. He would not, however, go further into the matter, but referred it to his Chief Deputy, Mr. Williams.

Mr. Williams read Circular No. 640, in which the following paragraph occurs:

"This office does not wish to interfere with or embarrass legitimate manufacturers of extracts or syrup, soda water or other similar beverages which are recognized as non-alcoholic compounds or drinks; but it is intended that alcoholic beverages, no matter by what means produced, shall not be vended without payment of special tax by the vendor."

Deputy Williams then found that the case had been referred to the Claims Department.

Mr. Johnson, in charge, gave a very courteous hearing, and said he thought the 50% penalty should be remitted, but he would not rebate the special tax, either as rectifier, or wholesale or retail liquor dealer, on the ground that flavoring extracts contain an amount of alcohol large enough to include them in the prohibited articles. The case was argued very fully, but it is apparent that, when any parties who may be assessed as these parties have been, AND IF THEY PAY THE MONEY, thus bringing the case into the Department of Claims, such parties will find it very difficult to obtain an abatement of the assessment.

April 25th, Mr. Williams said there would be no assessment on account of flavoring extracts, but that he found that the Company had been making Bitters. Circular No. 676 of the Revenue Department requires all manufacturers of Bitters to take out a Rectifier's license.

Blancke-Baer not having joined the Judiciary Committee, the Association will do nothing towards relieving them except to aid in every possible way to so adjust the matter that the Department will not assess manufacturers of Extracts. It should be remembered, however, that the extract count is the one upon which this assessment was made, and the inspector who made it so expressly stated.

But the authorities at Washington take an entirely opposite view of the case—that manufacturers of extracts are NOT liable, and that Bitters makers are. We believe we shall get the whole assessment remitted.

The fact remains that manufacturers of flavoring extracts have been made to pay a large sum—simply because there ARE manufacturers of flavoring extracts, and for no other reason. Under the law Extract Manufacturers could be made to pay, as could perfumers and others who use distilled spirits in this manner. That they are not made to pay is due more to the leniency and fairness of the Department than to the wording of the law.

#### NEW YORK STATE PROSECUTIONS.

We learn that the Department has abandoned its attitude as asserting the existence of 5% standard for lemon extract, and that, in some cases, at least, the prosecutions, which had been commenced, have been abandoned. Any of our members whose goods may be attached, should at once communicate with the Judiciary Committee, who will give the matter effective attention.

#### THE NEW YORK JOURNAL OF COMMERCE.

This paper continues its attacks upon the manufacturing interests of the country under the guise of news from the Washington Correspondent. The latest is the intimation that the Judiciary Department of the Government has given its opinion that Wiley may continue to make "standards"—that harmless colors in food products will be prohibited, and that the work in the enforcement of the Pure Food Law is being held up by "experts" and others "interested in adulterating food products."

Many of our members have not sent the tentative subscription to the fund for defense in case of prosecution. We beg again to call attention to the value of this means of defense. At the same time, it is to the interest of EVERY MEMBER, that NO INDIVIDUAL MEMBER shall be made the point of unjust attack, or of prosecution. The value of this defensive plan is therefore apparent, and in view of the continuous unjust attacks which have been made on Extract Manufacturers, it is certain that we should combine for mutual defense.

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Sitting as referee for the United States Circuit Court, General Appraiser Wilbur F. Lunt began the taking of testimony April 17th in a case of widespread interest to perfumers, involving the question whether a certain article admitted free of duty as "enfleurage grease" is to be classified as an essential oil and assessed at 25 per cent. ad valorem. The Board of General Appraisers originally upheld the claim of the importers, Ungerer & Co., for free entry, but the Government was dissatisfied, and took an appeal.

Many perfumers were present at the hearing, among those on hand being Theodore Ricksecker, president of the Manufacturing Perfumers' Association.

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You are giving us a paper that merits the hearty support of every man in the Perfumery business. Success to the AMERICAN PERFUMER.

DARIUS McCLEAN.

Detroit, Mich.

## FOREIGN CORRESPONDENCE.

## FRANCE.

GRASSE (A. M.).—The so-called "Syndicate" of Manufacturers of Perfumers' Raw Materials of Grasse has taken up the matter of protecting their interests by a proper tariff, with the Minister of Commerce and Industry. The Committee for this Syndicate is M. Espinasse, President; M. A. Merle of Bruno Court, M. Amic of Roure-Bertrand Fils, M. P. Jeancard of Jeancard Fils & Co., and M. Cresp of Cresp-Martineng, Secretary of the society. In its letter to the Minister this Committee asks for protection against foreign goods, especially those coming from the laboratories of Germany and Switzerland. They ask free admission of certain essential oils which cannot be produced in France, but which are valuable for perfumers after proper purification, and that these should be permitted to lie in France for 12 months before exportation. The most interesting feature of this movement is the co-operation of all the great houses of Grasse and Cannes, a tardy recognition of the common interests which should bind them together for united action in their own behalf.

At a late meeting of the Agricultural Society of Grasse there was a spirited discussion of certain resolutions concerning the weekly day of rest, to be laid before the Minister of Labor. M. Amic (Roure-Bertrand Fils) objected to a statement made by the Inspector of Labor in which he classified the perfumery industry as one of "seasons." Others expressed their views pro and con, and finally the resolution was modified to cover all views.

The Centenary of Fragonard was celebrated with great *eclat* last month, the fine Fragonard group by Auguste Maillard being unveiled, &c. Few who admire his wonderful paintings, or pay thousands for them, remember that he was a native of Grasse, but we are proud to mark his centenary appropriately.

CANNES (A. M.).—The beautiful and accomplished Mlle. Jeanne Balaman, daughter of General Balaman, was married April 27th to M. René Varaldi, son of M. Adrien Varaldi, President of the Perfumers' Syndicate of Cannes-Antibes. The function was a delightful one, the happy pair receiving many congratulations from home and abroad.

The very late season and especially the heavy frosts have interfered materially with the development of the flower crops. The Violet crop was by no means large, yet as partial compensation the quality was very high and the perfume-yield was excellent.

Orange blossoms have been very seriously affected by the cold, reports from many districts showing that the yield will be small; we cannot yet state what prices the growers will demand, but it is seriously doubted whether these flowers will not be cheaper than they were last year.

The attempt made in this neighborhood to grow tea-roses for pomades is meeting with considerable success. The blossoms are plentiful and the odor caught by the

pomades is rich. It is at the same time delicate and distinct from that of other rose-pomades. The experiments made in growing the Japanese rose, called de l'Hay, are most promising. The Viscountess de Savigny de Moncorps has introduced the cultivation of this variety, following the experiments of M. J. Gravereaux, and it is hoped that a rich source of rose perfume has been developed here.

Messrs. Malkoff and Seraphimoff have been in Cannes and Grasse, as special envoys from Bulgaria to study the growth and care of roses as practiced in France. They express themselves highly edified, and there is no doubt that the bonds between the rose-growers of both countries are cemented all the more firmly by these visits.

The rose crop as a whole is, however, quite backward on account of the lateness of the Spring.

MARSEILLES.—The market for Oil Geranium Bourbon is still very low, but it is doubted whether this depression can continue much longer, as the present price does not pay the growers. Besides, it is pretty generally known that the Syndicate of the Reunion Islands is supported by the Indo-China Bank, which pays upon a fixed basis, and will certainly keep the price up to this limit, to protect its own interests. The low price of Oil Geranium African has, of course, had much to do with the lowering of the price of Bourbon.

The price of Oil Ylang Ylang has been advanced by many 100 fr. a kilo, in view of reports of failure of this crop. Good oil is scarce, and will become scarcer.

## BULGARIA.

KAZANLIK.—In marked contrast to last year this year's crop of roses is very poor. The market is already very strong, and leading factors have raised the price for contract on new crop Oil Rose at least 20%. The reason is simply that the season has been most unpropitious, and the amount of oil produced will fall far below the usual quantity. The wise merchant who needs much of this product had better contract early so as to cover himself.

There is a good book written recently by Kusutaro Imai on the subject of perfume making. It is an original book, composed of three volumes, the first dealing with 115 different kinds of perfumers' raw materials, telling where each one of these materials is produced, etc.; the second dealing with 19 different ways of mixing the materials of simple character, 57 ways of mixing materials of high quality; the third dealing with 38 ways of mixing materials used for soap making. The book is a presentation of Japanese methods. It might be a good idea for American manufacturers to have the book translated into English so that they can learn how the Japs make toilet articles.



### NOTE TO READERS.

This Department is conducted under the general supervision of Samuel E. Darby, Esq., Patent and Trade-Mark Attorney, 220 Broadway, New York, formerly Chief Clerk and Examiner U. S. Patent Office. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: **PERFUMES, SOAP, FLAVORING EXTRACTS and TOILET PREPARATIONS.**

The trade-marks illustrated are described under the heading "Trade-Marks Applied For," and are those for which registration has been *allowed*, but not yet *issued*. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE-MARK DEPT.,  
Perfumer Pub. Co.,  
100 William St.,  
New York.

### PATENTS GRANTED.

850,557.—William J. Barrickman and Joseph C. Byers, Butler, Pa.—**CLEANING COMPOUND.**

*Claim.*—1. The herein-described composition of matter, consisting of clay eighty-two per cent., oil ten per cent., soap five per cent., tallow one per cent., and glycerin two per cent., substantially as described and for the purpose set forth.

2. The herein-described composition of matter, consist-

ing of finely-pulverized clay, oil, soap, tallow and glycerin, substantially as described and for the purpose set forth.

850,605.—Adolph Schroeder, Berlin, Germany, assignor to Alfred Krause, Berlin, Germany.—**PROCESS OF STERILIZING AND PRESERVING SUBSTANCES.**

*Claim.*—4. Process of sterilizing and preserving food substances and potable liquids consisting in generating oxygen in the nascent state within the substances to be sterilized and preserved by admixing thereto peroxid of magnesium and decomposing same partly by organic acids normally contained in the substances to be sterilized and preserved and partly by decomposing substances of an acid character added thereto, and forming non-injurious and medicinal by-products with the peroxid of magnesium.

852,190.—Hugh W. McEwen, Chicago, Ill.—**SOAP CUTTING AND PRESSING MACHINE.**

*Claim.*—1. In a soap cutting and pressing machine in combination, means for sub-dividing a bar into a plurality of cakes, pockets to receive each of said cakes, means for moving said pockets to space the same apart, and means adapted to receive the cakes from the pockets and press them to the desired shape.

852,305.—Edward F. Wach, Chicago, Ill.—**SOAP HOLDER.**

*Claim.*—A soap anchor consisting of two tapering cylindrical sections adapted to be embedded in a soap cake, and diminishing in cross section from their outer toward their inner ends, which ends lie adjacent to each other, co-operating interlocking means on said sections, the flaring outer portions of the sides of said sections being provided with longitudinally extending radially projecting ribs to engage the soap cake and prevent rotation of the cake on the anchor.

852,903.—Henry B. Radford, Chicago, assignor to John A. Lyons.—**CLEANING AND POLISHING COMPOUND.**

*Claim.*—1. A compound for cleaning and polishing metal surfaces, consisting of neatfoot oil, oxalic acid, powdered pumice stone, powdered tripoli and oil of gaultheria, substantially as described.

2. A compound for cleaning and polishing metal surfaces, consisting of neatfoot oil, oxalic acid, powdered pumice stone, powdered tripoli, oil of gaultheria and water, substantially as described.

3. A compound for cleaning and polishing metal surfaces, consisting of sixteen ounces of neatfoot oil, four ounces oxalic acid, four ounces powdered pumice stone, four ounces powdered tripoli, one-eighth ounce oil of gaultheria, and sufficient water to make a gallon of the mixture or compound, substantially as described.

853,351.—Adah D. Merman, Hemet, Calif.—COMBINATION TOILET-POX.

*Claim.*—3. A combination toilet box comprising a main receptacle, a perforated closure therefor, a resilient partition in said closure to provide an auxiliary receptacle therein, a perforated cap adjustably mounted on said closure for controlling the perforations of the latter, and means carried by said cap in engagement with said resilient partition for yieldingly securing said cap in position, substantially as described.

853,435.—Mary S. Borden, New York.—TOILET CREAM.

*Claim.*—1. The herein described composition of matter for use as a soap-paste or cream, comprising soap, water, extract of bladder-wrack, chlorid of sodium, carbonate of potassium, carbonate of sodium, thyroid and iodin, combined substantially in the proportions stated.

2. The herein described process for the manufacture of a composition of matter, which consists in bringing together soap, water, extract of bladder-wrack, chlorid of sodium, carbonate of potassium, carbonate of sodium, thyroid and iodin in substantially the proportions stated, heating the same and beating the resulting mass into a paste or cream.

853,405.—Ernest R. Godward, Invercargill, New Zealand.—TOOTH POWDER RETAINER.

*Claim.*—1. A distributor for powder comprising a container and a rotating cage forming the closure for the container and located in the discharge opening thereof and having a portion of its periphery exposed, said cage having a perforated periphery whereby the powder, when the container is inverted, discharges first into the interior of the cage and from thence through the perforations to the brush, substantially as described.

#### LABELS REGISTERED.

13,475.—Armour & Co., Chicago.—Title: "Arcadia Sandalwood." (For soap.)

13,476.—Armour & Co., Chicago.—Title: "Arcadia Rose." (For soap.)

13,478.—Karlen Mfg. Co., Minneapolis, Minn.—Title: "Karlen's Keystone Scalp Massage and Shampoo."

13,480.—Adolph Sommer, Cambridge, Mass.—Title: "Artgum The Dry Cleaner and Massager."

13,494.—Juan L. De Zeabault & Co., Cleveland, Ohio.—Title: "Queen Alexandrias of Judea."

13,498.—Mary S. Vanderbeck, New York.—Title: "Up to Date." (For soap.)

13,510.—Pur-it-is Mfg. Co., Cleveland, Ohio.—Title: "Pur-it-is Toilet Water."

13,511.—Armour & Co., Chicago, Ill.—Title: "Romanza Lilac." (For soap.)

13,512.—Armour & Co., Chicago, Ill.—Title: "Romanza Violet." (For soap.)

13,513.—Armour & Co., Chicago, Ill.—Title: "Romanza Heliotrope." (For soap.)

13,514.—Armour & Co., Chicago, Ill.—Title: "Romanza Rose." (For soap.)

13,530.—Robert Hamilton & Son, Inc., Phila., Pa.—Title: "Dux Soap."

13,542.—Elite Perfume Co., Detroit, Mich.—Title: "Oriental Bath Aroma." (For a perfume for the bath.)

#### TRADE-MARKS APPLIED FOR.

2,489.—The Cheney Chem. Co., Inc., Manchester, Conn.—(Used 10 years.)—Tooth Powder.

5,413.—Siegel Cooper & Co., Chicago, Ill.—Soap and Washing Powder.

10,215.—The N. K. Fairbank Co., Chicago.—Soap.

11,135.—Lever Bros. Co., Cambridge, Mass.—Soap Powder.

12,077.—Chance & Hunt, Ltd., Oldbury, England.—Caustic Soda.

17,229.—The Lopas Co., Boston, Mass.—Saponaceous and Alkaline Cleaning Compounds.

18,056.—Union Oil Co., Providence, R. I.—Cottonseed Oil Soap.

18,493.—The Remmers Soap Co., Cincinnati, O.—Toilet Soap.

18,494.—The Remmers Soap Co., Cincinnati, O.—Toilet Soap.

21,900.—Crescent Mfg. Co., Seattle, Wash.—Syrup.

22,200.—Francois Haby, Berlin, Germany.—Cream for Shaving.

22,574.—Reiss & Brady, New York.—Olive Oil.

23,751.—American Olive Co., Los Angeles, Calif.—Olive Oil.

23,804.—Meade & Baker Carbolic Mouth Wash Co., Richmond, Va.—(Used 10 years.)—A Mouth Wash.

23,91.—Bruno H. Goll Chem. Works, Chicago, Ill.—Toilet Cream.

24,335.—Dockter & Barndollar, Allegheny, Pa.—Fluid Washing and Cleaning Compounds.

24,655.—Colgate & Co., New York.—Soap.

24,664.—Peroxident Mfg. Co., St. Louis, Mo.—Antiseptic Germicide and Deodorant Preparations.

25,041.—Colgate & Co., New York.—Liquid and Powder Perfumes and Toilet Water.

25,042.—Colgate & Co., New York.—Soaps.

25,381.—The Rimak Chem. Co., New York.—Toilet Creams and Shampoos.

25,560.—The Pandrocol Mfg. Co., New York.—Hair Tonic.

25,617.—Smith, Kline & French Co., Phila., Pa.—Perfumes and Toilet Preparations.

25,667.—Basilea & Calandria, New York.—Olive Oil.

25,704.—R. Hudnut's Pharmacy, New York.—Ointments.

25,725.—Henry B. & Helen N. Cabot, Boston, Mass.—(Used 10 years.)—A Liquid Chemical Preparation for Use as a Detergent Cleaner with Water for Toilet Purposes and for Cleaning Floors, Walls, etc.

25,972.—Louisa F. Piquett, Baltimore, Md.—An Antiseptic Compound.

25,991.—The Morgan Drug Co., Inc., Brooklyn, N. Y.—Medicinal and Toilet Soap.

25,009.—Geo. B. Curtis, Chicago, Ill.—Toilet Preparations.

26,021.—Lewis George Olmstead, Peru, Ill.—A Dentifrice.

26,053.—The Southern Cotton Oil Co., Savannah, Ga.—Cotton Seed Oil.

26,207.—Allen Bros. Co., Omaha, Neb.—Olive Oil.

26,279.—Gibson Soap Co., S. Omaha, Neb., Assignor to The Cudahy Packing Co., Chicago, Ill.—A Saponaceous Scouring and Cleaning Compound.

26,281.—The Miller Mfg. Co., New York.—Flavoring Extracts.

26,288.—Woolner Distilling Co., Peoria, Ill.—Denatured Alcohol.

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Robinson Bros. & Co., Malden, Mass.—Soap.

(Concluded on page 60.)

(Concluded from page 59.)

26,299.—Robinson Bros. & Co., Inc., Malden, Mass.—Soap.

26,344-26,345.—Samuel H. Gifnder, Richmond, Va.—Tooth Powder.

26,391.—George Lueders & Co., New York.—Perfumers' Raw Materials, Consisting of Compound Oils from which Perfumes Are Manufactured.

26,486.—Alexander Sutherland, Springfield, Mass.—A Skinfood.

26,573.—Terre Haute Extract & Chem. Co., Terre Haute, Ind.—A Toilet Preparation for the Skin Made in Both a Concentrated and Liquid Form.

26,742.—Ladd & Coffin, New York.—Perfumes, Toilet Waters, Toilet Powders and Sachets.

The Great Atlantic & Pacific Tea Co., New York.—(Used 10 years.)—Flavoring Extracts, Olive Oil, etc.

### IN THE TRADE.

The CONDENSED PASTE POWDER, made by the Arabol Mfg. Company, 100 William Street, New York, is really a saver of time and money. It is cheaper than Flour Paste and it takes but a minute to prepare a snow white paste of superior quality, which keeps in uniform condition when left standing.

#### NEW TALC-MINES IN STYRIA (AUSTRIA).

In the commonalty of Floing in Styria (1,280 m.), 4,200 ft. above the level of the sea, Talc-mines have been explored on various plots of land, and mining experts have ascertained the richness of the veins and the extremely pure, white and slippery quality of the Talc. All these plots of land have passed into the possession of Mr. EDUARD ELBOGEN, VIENNA, proprietor of all chief Austrian Talc-mines and sole vendor of their product. In order to facilitate the grinding of the whole production of the mines, which are in full working order, Mr. Eduard Elbogen was compelled to enlarge his refinery works considerably by building a turbine and erecting more mills and bolting cylinders from the works of Messrs. Amme, Giesecke & Konegen.

The Buffalo Lick Springs Company, Chester, S. C., transferred an interest in the business to the Adams Grain and Provision Company, of Charlotte.

The Crescent brand of extracts, which the company has been manufacturing, with all rights to manufacture, has been sold to the Scales-Wilson Company, of Greenville. The extracts used in the manufacture of the Buffalo Lick ginger ale, however, will continue to be manufactured here for the present, and the Moffat Grocery Company will continue to be the local distributors for the product. A portion of the laboratory apparatus has also been sold to the Scales-Wilson Company, only such part having been kept as will be needed in the manufacture of the ginger ale extract.

The Standard Extract Co., Saugus, Me., has been petitioned into involuntary bankruptcy at the instance of three creditors, claims \$5,917.00.

We regret that the type-setters insisted upon calling the Honorary member of the Perfumers' Association "Woodruff," instead of Woodworth, and also that, although the firm August Maschmeyer, Jr., was ably represented by Mr. Van Dyk, that this name was omitted from the list of those in attendance.



M. Leon Givaudan has returned to Switzerland after his flying journey to New York and Chicago, sailing on the 25th ult. He reports prospects excellent for a large business through his American agents, Messrs. Rockhill & Vietor. The excellent portrait presented here will be recognized at once by those who had the pleasure of meeting M. Givaudan.

By a deal closed last month, J. J. Burns and his sons Warren and Clyde Burns have disposed of all their interests in the various Cosmo Soap Companies in the United States to the Cosmo Buttermilk Soap Co., of Goshen, Ind.

The Holston Extract Co., of Sullivan Co., Tenn., has increased its capital to \$75,000.



Mr. J. C. Lemgen, of Sozio & Andrioli, the well-known manufacturers represented by Messrs. Innis, Speiden & Co. of New York, has arrived in this country to look over the field. He is making many friends for his firm and their goods as he greets the manufacturers on every side.

The Standard Extract Company, of Hamilton, O., has been reorganized and its business taken over by new interests. For the past two weeks meetings have been held at the offices of the American Audit Company in the Traction Building, where the final arrangements have been entered into. Calvin Skinner, the well-known insurance man of Hamilton, will be president and general manager of the new company, which retains the old name and location. Albert L. Baker, secretary of the Southern Ohio Loan and Trust Company, will be the treasurer; Paul Heinrichsdorf, secretary, and Alfred Stoehr, secretary of the American Audit Co., will be the vice-president. Edmund Luthy, the president of the old company, retains a directorship on the new board.

A Shaftesbury firm is reported to have bought the soap factory at North Bennington, Vt., which has been idle for many years and purposes to reopen it for business.



Pursuant to our plan of presenting notes concerning the manufacturers of Raw Materials, with their portraits when obtainable, we add here something concerning M. Philippe Chuit, of the firm Chuit, Naef & Co., Geneva. Our readers will remember the valuable article on "The Ionones," published in the early numbers of this magazine by this writer, based upon his original work in synthetic violet products.

If the Peoria City Council gives the Larkin Company permission to construct the necessary switch tracks along South Water Street they will begin work at once upon the erection of a massive eight-story building, twice the size of their present building and to cost in the neighborhood of half a million dollars. The proposition is now up to the Street Committee and the Committee on Railroads and Harbors. If they use judgment and allow the privilege this city will secure another modern commercial building. If they do not grant it, the factory will go to either Sioux City or Kansas City and Peoria will be the loser.

Fred Ihrer, President of the Iowa Soap Company, who has been in Toledo, Ohio, conducting negotiations for the purchase of the W. Bell Soap Co. of that city, has completed the deal and the local company has taken over the Toledo plant, the purchase price being \$30,000.

The Iowa Soap Co. and the Proctor & Gamble Co. of Cincinnati were after the Bell plant, the prize going to the Burlington firm. The Bell Company has been in existence for the past forty years. Gus and Frank Bell, members of the old firm, will come to Burlington, the former to become superintendent of the Burlington plant.

The Perfume factory of Darius McClean, Detroit, Mich., was badly injured by fire on the morning of the 23d of April. It is all the more to be regretted as the factory was started only in September last, and a limited amount of insurance was carried, as the building was deemed fireproof.

The W. H. Bowdlear Company, wax bleachers of Boston, have recently completed another glass house, 100x20, for winter use at Williamsville, and have in contemplation the erection of a large addition to their main building.

We regret at the same time to have to chronicle the momentary danger of Wm. H. Procter, now president of the Procter & Gamble Soap Co., from a bite by a mad dog. Prompt treatment has, however, made any serious consequences almost impossible, so he is to be congratulated upon a narrow escape.

The consolidation of the soap interests of Nashville points to great activity along this line in this progressive city. The purchase of the stock of the Enterprise Soap Works was the first step towards this combination, for which a large amount of capital has been subscribed.

Frank E. Barnes has bought a half interest in the Miner Company, of Montague, Mass., and will begin at once at his new business. Mr. Barnes has been a leading business man of Orange for nearly 20 years, and it is greatly regretted by his business associates that his new business will take him from Orange, although he will probably make his home at Orange for the present.

We are pleased to state that Mr. John Colgate, who suffered from a sudden attack lately at Rahway, N. J., is improving slowly. While actively connected with the business of Colgate & Co. up to the last year, he is not a member of that firm.

Mr. Charles Rigley, of Germantown, Pa., is investigating Knoxville, Tenn., as to its suitability for a plant to manufacture special soaps.

#### ON OIL OF WINTERGREEN.

Prof. Henry Trimble and Mr. H. J. Schroeter, of Philadelphia, have studied the chemical and other properties of natural oil of wintergreen, oil of birch, and also the artificial oil of wintergreen or methyl salicylate of the market. The results are thus summarized:

I. Previous investigators have found oil of wintergreen to consist of methyl salicylate and a hydrocarbon called gaultheriene; and oil of birch to be composed of methyl salicylate alone.

II. We find, in addition to methyl salicylate, in both a hydrocarbon of the formula  $C_{10}H_{18}$ , and small quantities of benzoic acid and ethyl alcohol. The amount of the hydrocarbon is from 0.3 to 0.447 per cent., and it becomes solid on standing a short time or on cooling. It is probably made up of a solid and a liquid portion.

III. The oils are physically and chemically identical, the only difference detected being in the melting point of the hydrocarbons. That from wintergreen melted at from 10° to 15° C., and that from birch at 18° C. This may depend on the time of collecting the plants or on the age of the oils.

IV. A representative sample of artificial oil of wintergreen possessed the physical properties, but not the chemical composition, of the natural oils.

V. The artificial product, when unmixed with the natural oils, may be identified by the addition of excess of potassium hydrate, when all odor of wintergreen will disappear.

VI. It would be undesirable in the next Pharmacopoeia to replace the almost pure natural oils by an impure methyl salicylate of variable and uncertain composition. No reasonable objection can be offered to the designation by the Pharmacopoeia, as oil of wintergreen, of the product from either of the natural sources.

## APRIL MARKET REPORT AND PRICE CURRENT.

THE ESSENTIAL OILS QUOTED BELOW ARE THOSE OF HIGH QUALITY AND UNDISPUTED PURITY ONLY.

## ESSENTIAL OILS.

The New York Essential Oil market has been featureless during the last month, with the exception of the demoralization in Oil of Peppermint. Dealers are utterly at a loss to account for the sharp decline, especially as reports of the new crop are far from encouraging, but the fact is that this Oil can be purchased at all kinds of prices, and some one is losing money.

The demand for Oil of Wintergreen Leaf is far greater than the supply, the market being very bare, producers having been discouraged by former low prices. They did not anticipate the needs of the Pure Food Law, or they would be coining money at the present writing.

Reports from Messina are that all of the Oils there are quite firm, and in fact the same anomalous condition of a higher price for Oil of Lemon in Messina than in New York still continues. The fact is, that there is considerable stock on this side of the Atlantic and dealers are willing to pocket a moderate profit, though they will surely have to replenish stock at Messina figures.

There is no encouraging news from abroad as to Oil Cloves or Sandal. No one knows yet what the clove crop will be, and the yield from Sandal wood is so poor that price of the Oil continues high.

The general tendency of prices is higher, with the exception of Peppermint Oil, which is always unaccountable.

## BEANS.

Considerable shipments of Mexican Beans are reported on the way, but prices are slightly higher than last month.

Almond, Bitter.....	\$3.50	Ginger.....	\$5.00	Spearmint.....	\$3.50
" F. F. P. A.....	4.50	Gingergrass.....	1.75	Spruce.....	.80
" Artificial.....	.75	Hemlock.....	.90	Tansy.....	4.00
" Sweet, True.....	.61	Juniper Berries, twice rect.....	1.70	Thyme, red, French.....	1.10
" Peach-kernel.....	.31	Kananga, Java.....	4.50	" white, French.....	1.30
Amber, Crude.....	.14	Lavender, English.....	7.00	Vetivert, Bourbon.....	8.50
" Rectified.....	.29	" Cultivated.....	3.50	" Indian.....	43.00
Anise.....	1.40	" Fleurs, 28-30%.....	3.25	Wintergreen, artificial.....	.42
Aspic (Spike).....	1.30	Lemon.....	2.10	Wormwood.....	3.50
Bay, Porto Rico.....	3.60	Lemongrass.....	1.70	Ylang Ylang.....	70.00
Bay.....	2.50	Limes, expressed.....	1.70		
Bergamot, 37-38%.....	3.45	" distilled.....	.75		
Bergamot, 35%.....	3.20	Linaloe.....	3.00	BEANS.	
Birch (Sweet).....	2.25	Mace, distilled.....	.90	Tonka Beans, Angostura.....	.70
Bois de Rose, Femelle.....	4.50	Mustard, natural.....	4.50	Surinam.....	.30
Cade.....	.26	" artificial.....	2.00	Para.....	.26
Cajeput.....	.60	Myrrbane, rect.....	.12	Vanilla Beans, Mexican.....	\$4.00-7.00
Camphor.....	.25	Neroli, petale.....	100.00	" Cut.....	3.75-4.00
Caraway Seed.....	1.25	Nutmeg.....	.95	" Bourbon.....	2.75-3.00
Cardamom.....	24.00	Orange, bitter.....	2.50	" Tahiti.....	1.00-1.50
Cassia, 75-80%.....	1.60	Orange, sweet.....	2.30		
Cedar, Leaf.....	.60	Origanum.....	.50	SUNDRIES.	
" Wood.....	.32	Orris Root, concrete.....	4.50	Ambergris, black.....	(oz.) \$20.00
Cinnamon, Ceylon.....	8.00	Patchouly.....	5.50	" gray.....	" 35.00
Citronella.....	.48	Pennyroyal.....	4.00	Civet, horns.....	" 1.90
Cloves.....	1.25	Peppermint, W. C.....	2.25	Cumarin.....	3.00-3.25
Copaiba.....	1.60	Petit Grain, American.....	5.00	Heliotropine.....	\$1.75-1.80
Coriander.....	14.50	" French.....	—	Musk, Cab., pods.....	(oz.) 6.50
Croton.....	.85	Pimento.....	2.25	" grain.....	" 14.00
Cubeb.....	1.15	Rose.....	4.65	" Tonquin, pods.....	" 16.00
Eucalyptus, Australian, 70%.....	.70	Rosemary, French.....	1.10	" grain.....	" 21.00
Fennel, Sweet.....	1.25	" Trieste.....	.50	" Artificial, per lb.....	2.75
" Bitter.....	.75	Sandalwood, East India.....	3.90	Orris Root, Florentine, whole.....	.13
Geranium, African.....	4.50	Sassafras, artificial.....	.60	Orris Root, powdered and	
" Bourbon.....	3.50	" natural.....	.75	" granulated.....	.16
" French.....	11.00	Safrol.....	.60	Talc Italian.....	.01 1/4
" Turkish.....	2.50	Savin.....	1.40	Terpineol.....	.45-50
				Vanillin.....	.25-26

The poorest quality sells easily for \$4.00, and as much as \$7.00 is asked for long beans of best quality. Bourbons are no easier, the stock abroad being limited and in strong hands. How much more the manufacturers can afford to pay for Beans under Pure Food conditions remains to be seen. It looks as if the extract manufacturers would be compelled to increase their prices before very long.

## SOAP MATERIALS.

The demand for all the various materials continues steady, and prices vary by eighths and quarters, with comparatively few operations. Manufacturers buy when they must, and dealers sell as little as they can, and still keep in business.

The easier condition of one or two items is reflected in the quotations below:

## Quotations are:

Tallow, city, .01 1/2 (hhds.); country, .06 1/4-.06 1/2.  
Grease brown, .05 1/4; yellow, .05 1/2.  
Cotton Seed Oil, crude, tanks .42; summer, yellow, prime, .56.  
Cocoanut Oil, Cochin, .10 1/4; Ceylon, .09 1/4.  
Olive Oil, green, .65; yellow, .90.  
Olive Oil Fools, prime, .06 1/4; good quality, .06 1/4.  
Palm Oil, Lagos, .07 1/4, red prime .07.  
Chemicals, borax, .08 1/2; caustic soda, 80 p. c. basis of 60%, \$1.95.  
Rosin, 1st run, .27; 2d run, .29; 3d run, .31; 4th run, .33.

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